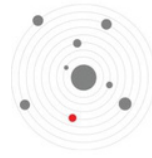


WHERE CURIOSITY LANDED

Empowering Growth Through
Operational Equity



MOUNT SHARP
CAPITAL

Our Approach

Mount Sharp Capital is an Operational Equity investment firm led by hands-on, collaborative owner-operators. We drive growth from the start with our proven fast-scale thesis and uphold a "No Bad Actors" philosophy in business dealings.

With over 40 years of financial and private equity experience, our successful track record spans diverse industries. We are largely industry-agnostic focus on businesses with strong fundamentals, ensuring lasting value through active involvement and strategic expertise.

Get to Know Us

Eric Close

Eric is an accomplished entrepreneur with a wealth of experience in fields such as artificial intelligence, robotics, software, and manufacturing. He has a proven track record of success, having led multiple ventures to successful exits, including sales to private equity and public companies.

Eric holds an MBA from Carnegie Mellon University's Tepper School of Business and a BSEE from Lehigh University.

Gregory Conn

Greg is a seasoned financial strategist with nearly 20 years of experience on Wall Street. He has held positions in Fixed Income Quantitative Research / Yield Book team at Salomon Smith Barney's Analytics Division and Citi's Mortgage Department, overseeing their syndication of the first-ever Tesla Auto Lease Securitization.

Greg holds degrees in Finance and Information Systems from New York University's Stern School of Business.

IDEAL TARGETS

Empowering Growth Through
Operational Equity



Appetite By Investment Sectors

Interested

- Design, development, manufacture, and sale of high technology products and services
- Software sales and development
- Information technology products and services
- Higher education and e-learning products and services
- Specialty and healthcare-related services
- Factory and industrial automation

Disinterested

- Advanced materials
- Municipal or government focused products
- Advertising/traffic business models
- Food/Staple
- Large or open-ended R&D projects

Ideal Business Attributes

- Recurring revenue SaaS (Software as a Service) or HaaS (Hardware as a Service)
- Proprietary products that solve customer problems
- The product can be positioned as one that creates a completely new industry niche
- Ability to tolerate business cycles

Markets & Pricing

- Strategic sales with a B2B component is a plus
- Ideal average selling price per account > \$50k annually
- Sales cycles less than 12 months
- Less than 5% sales churn; strong customer retention rates
- Evidence of traction and product-market fit
- Defensible market position

Financial Criteria

- Annual sales: >\$5 million
- Potential annual sales: >\$25 million (within five years)
- Gross margins: >50%
- Enterprise Value: \$5m to \$30m
- Ideally founder majority-owned

Geography

- United States
- Canada

Visit mountsharp.com to learn more.

PORTFOLIO

Empowering Growth Through
Operational Equity



With our first acquisition of a rail car business in 1998, Mount Sharp Capital has been investing in and driving the success of early and growth-stage companies for over 20 years. Check out our fact sheet to see if our investment criteria fit your needs from either an investment or business partnership standpoint.



Mass-Configured
Glass Fabrication



Transparent Armor
Manufacturing and Development



Artificial Intelligence
Placenta Analysis



Underground
Infrastructure
Digitization through
Robotics



Physician Active
Learning for
Standardized Exams



Advanced Railcar
Maintenance
Services



Nimble Software
for eBusiness



Supply Chain
Optimization for Declining
Demand Equipment

Learn more about our
ongoing and realized
investments at
mountsharp.com.